

QUESTIONS AND ANSWERS
From
MANDATORY PREPROPOSAL CONFERENCE
RFP 2000-15
March 9, 2000

QUESTION– Rob Farris, DynCorp

When will additional questions we submit be answered, or what is the latest time we can submit questions?

ANSWER – I'd encourage you to submit your questions as soon as possibly. We have not established a cut off for questions. However, we will, shortly after this conference, establish such a cut off, and will publish it on the website. We need adequate time to research answers in some cases and distribute those answers, via the web, to those attending, so that attendees will be able to view the answers prior to finalizing their proposal. I'm not prepared today to give you a cut off. I also ask that, if you have additional questions, you let us know as soon as possible. Those questions do need to be in writing either by mail, fax or email. We do want to see the question in writing rather than answering telephonic questions.

QUESTION – Jim Dick, Open System Sciences

Since it seems the intent to award this RFP to three different vendors, and or people who respond to the RFP, is there any intent to regionalize the successful bidder? Are more points given to some one who has a more statewide presence in specific areas?

ANSWER – The intent of this particular contract is to award up to three (3) contractors who can provide statewide services. There is, at this time, no plans to make any regional awards and I can't speculate as to whether presence in a particular region will garner more points than some other particular region.

QUESTION – Rob Rudrow, CompuCom Systems

How many seats are involved in this? Is there an estimate at this point?

ANSWER – The RFP states that there's potentially 65,000 plus seats that could participate. There's no guarantee of any participating seats at this particular point in time and we have no firm figures on what particular agencies or how many seats they may potentially have that they will be willing to commit on this type of contract. This particular contract will be open to all governmental entities, including localities, school divisions, etc. to use. To my knowledge there's been no poll done of any of those groups to find out how many would actually use the resulting contract.

QUESTION – Rob Rudrow, CompuCom Systems

Second Question – Is there a prerequisite to being an authorized provider of any particular type of hardware to be provided to the Commonwealth of Virginia or under the Seat

Management Contract, can you pick whatever particular piece you wish to come forward with?

ANSWER – The Request for Proposal does not specify any particular brands. The individual offeror is to determine which brands they wish to offer as part of their contract. There's no prerequisite or prior determination of what brands need to be involved.

QUESTION – Gerry Tierney, Getronics

It states in the RFP that services provided to the agencies include warrantee support for existing systems. In some of the responses to your question you state that the type of equipment installed is not available. Can you specify that these systems are from major manufacturers, IBM, Compaq Dell, Gateway, or is there a possibility that some of these are what the industry calls “Gray Box” manufacturers?

ANSWER – The Commonwealth of Virginia, like any other large organization, has a variety of installed base of manufacturers and products. You can assume that there's a large amount of more prominently known brands of equipment and a lot of “Gray Box” type of equipment in certain agencies and institutions. We have no inventory. The RFP only asks that you inform us or propose those particular brands that you can provide warrantee service on. There is no requirement that you provide warrantee service. In the RFP, it only raises the question; in the event you are prepared to provide warrantee support on any of the number of brands of equipment as a service that the agency or governmental entity may ELECT, if you're the selected provider.

QUESTION – Ken Thomas – SAIC

Is the use of a seat management contract, after award, mandatory for agencies or optional?

ANSWER – The use of any resulting contract that comes out of this particular bid process will not be mandatory. But will be optional for all users. There's no intent, at this time to make it mandatory.

QUESTION – Ray Patterson, TRESP

You mentioned the scoring criteria in the RFP and in your response to the questions, you state that you will provide us with how that scoring is weighted, just prior to submission. I assume that's not April 11 you are going to provide us with the information. Do you have any feel for how soon you are going to be putting out those scoring criteria?

ANSWER – The scoring evaluation criteria are contained in the RFP. The actual weighting of the individual item for scoring will be posted approximately the same time as the proposals are due, as is our standard practice.

QUESTION – Ray Patterson, TRESP

My second question is – When you refer to the sixty thousand seats, I think you already mentioned, does that include the localities as part of your estimate or is that just Commonwealth agencies?

ANSWER – I do not have an answer to that question . We will attempt to get you one.

FOLLOW-ON:

The sixty thousand figure does not include localities.

QUESTION – An Van Nguyen, NCS Technologies

On Page 42 of the RFP, it states that under general requirements, up to 2-brand families will be allowed per proposal. Are we at liberty to propose only 1-brand family?

ANSWER – You may propose 1-brand family or you may propose two.

QUESTION – An Van Nguyen, NCS Technologies

How would you like us to submit pricing for services such as Planning, Installation, Training, Support, Management? Would you like us to break down in sub categories, for example, on Page 18 of the RFP, under Planning; you may have Implementation planning for transition to SMS , do you want that as one set price? And the second item – Configuration management, another price? And Scheduling, another price? OR do you want us to group them into just one price for Planning per different category or seat, such as scientific or general workstations, and things like that?

ANSWER – We’ve merely given some guidance as to the format for submitting pricing. We’re leaving it to the vendor to determine what the granularity is to their pricing. What they consider a service. If you consider a configuration of a workstation verses a desktop computer as two different services, than you should price it as two different services.

QUESTION – Tony Scolaro – EER Systems Inc.

In answering question 133, you state that Flat Panel Displays are a mandatory requirement, you say “no, that’s not the case”, minimum specifications, 15” color flat pane display. Is there some kind of an equivalence that you have in there, say for a 21” monitor is being greater than a 15” Flat Panel?

ANSWER – No, I think you may be misconstruing the answer to that question. The question for those of you who do not have a copy – “The desktop is specified with a 15” LCD Panel Display – therefore, are we correct in assuming that a Flat Panel Monitor is mandatory requirement for minimum specification?” The answer really refers to the fact that the word MONITOR is used there rather than DISPLAY. So we’re not, in that particular case, looking for a monitor, the minimum specification is, for a 15” LCD Panel Display, not a conventional monitor.

QUESTION (con’t) Tony Scolaro - If I can just restate that, the only thing that you’re looking for in any of the configurations is Flat Panel Displays, so that the 15” is the minimum display and that if you want something higher it would be a larger Flat Panel Display?

ANSWER – You may in your proposal, propose other options that the user may elect to have. However, it is mandatory that you have a 15” LCD Panel Display as the minimum configuration.

If you were to give a 21” monitor as an option that users could select from, that would be acceptable.

QUESTION – Jeff Rozner, CenterBeam

I didn’t notice any provisions for Internet services, or Internet access, it that a potential optional thing that we can include in our proposal?

ANSWER – You are correct, there is no provision for that in the RFP. We’ll take that question under advisement and give you an answer later.

FOLLOW-ON:

The Commonwealth currently has contracts for and DIT acts as an Internet Service Provider (ISP) for public bodies of the Commonwealth. Internet Services are not desires as a service under this contract.